



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))*

*Vol. 36 April 2004*

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## INCUBATOR NEWS

### **Chesapeake Innovation Center (CIC)**

**Annapolis, MD**

[www.cic-tech.org](http://www.cic-tech.org)

Contact: John Elstner, email: [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

#### *New and Noteworthy:*

- **Real User Corporation**, an early-stage information security company, recently sold its facial recognition software, Passfaces, to the United States Senate, marking its first sale to the Federal Government. The Passfaces software uses facial recognition technology to reinforce or replace passwords, which are vulnerable to identity theft.

- The **Chesapeake Innovation Center (CIC)** has been chosen as a model for a possible business incubator in Fayetteville, N.C. The idea to open a homeland security incubator came to the president of North Carolina Electronics, Information and Technology Association after she learned about the CIC at a technology conference. Plans for the Fayetteville incubator are still in the works.
- **Sturn Wagner Lombardo & Company, LLC (SWLCO)** has become a Silver Sponsor of the Chesapeake Innovation Center (CIC). SWLCO is a full service, certified public accounting and consulting firm which, along with its \$5,000 annual contribution, will offer its accounting, tax and management consulting services to the CIC's client companies.

## **Emerging Technology Center (ETC) Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### ***New Tenants:***

- **TX2 Systems, Inc.** – Juan Tosoni, founder and CEO  
**TX2 Systems, Inc.**, is developing a software solution that will help large enterprises manage their merger, acquisition and divestiture (M&A) strategies. By using a centralized information source, the software will allow companies to manage numerous projects and their associated tasks and details, ultimately improving the possibility of a successful M&A.
- **LCSJ Communications** – Linwood Scott, president  
**LCSJ Communications** is a wireless radio frequency consulting firm that provides communications solutions to wireless carriers and government agencies. LCSJ offers customized voice, data and wireless local area network (LAN) design and installation, and full desktop system support.

### ***New and Noteworthy:***

- **VISICU** recently announced that two more healthcare facilities will implement its eICU technology: Inova Health System in Falls Church, Va., and Avera Health in Sioux Falls, S.D. eICU enables intensivists and nurses to monitor and care for ICU patients through a centralized, high-fidelity telemedicine network.
- **BA Systems**, an information technology services company specializing in the design, implementation and deployment of reliable, scalable and cost effective software and hardware solutions, has announced the upcoming release of its new product Qarina. Qarina is a Pocket Access driver for the .NET Compact Framework. The driver benefits application developers by allowing them to use interfaces familiar to them from the full .NET Framework with the Pocket Access database format for handheld devices.

### ***Graduate News:***

- **RNT**, a provider of novel joining products and solutions for the microelectronics, defense and aerospace industries, announced that it has received \$8.25 million in a funding round led by Sevin Rosen Funds. The round also included investors Toucan Capital, SAS Investors, the Maryland Department of Business and Economic Development (DBED) and Silicon Valley BancVentures, L.P. RNT will use the funding to develop new applications for its core product, NanoFoil, and to expand its production infrastructure and grow its business development activities.

## **Higher Education and Applied Technology Center Aberdeen, MD**

[http://www.co.ha.md.us/economic\\_development/HEATCntr.html](http://www.co.ha.md.us/economic_development/HEATCntr.html)

Contact: Denise Carnaggio, email: [dbcarnaggio@co.ha.md.us](mailto:dbcarnaggio@co.ha.md.us)

### ***New Tenant:***

- **RTR Technologies, LLC** – Randy Rippin, president  
**RTR Technologies, LLC** is a technical service firm that uses and develops state-of-the-art simulation models for management decision-making. The computerized simulations incorporate visualizations that provide easy-to-understand answers to common management issues, such as capacity planning, personnel allocation, systems readiness and budget analysis.

## Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

[www.hceda.org/thecenter/neotech.html](http://www.hceda.org/thecenter/neotech.html)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

### *New and Noteworthy:*

- **The NeoTech Prep**, a preparatory program for acceptance into the NeoTech incubator, recently has accepted four companies. Upon completion of their business plans and following a 15-minute presentation to the NeoTech Advisory Committee, the four companies will be considered for entrance into the incubator program. They are:
  - **CENGEN, Inc.**, which provides decision makers with vendor independent expertise for network design and implementation;
  - **Digital Card Design Services, LLC**, which specializes in secured access and identification systems, planning, integration and database management;
  - **Ilex Engineering, Inc.**, which specializes in remote environmental monitoring and data collection;
  - **Jireh Consulting, Inc.**, a software development company.

### *Graduate News:*

- **Syntonics Corporation**, which provides precision oscillators for use on spacecrafts, has received another Phase I Small Business Innovation Research (SBIR) grant. The company has leveraged government-sponsored research and development funding to develop products that have near-term military applications and commercial prospects.
- **Farfield Systems, Inc. (FSI)**, which provides technological support to several national agencies and assets, including the Department of Defense, has been acquired by Dragon Development Corporation. Dragon is a provider of high-tech information technology systems and solutions to the intelligence community. Both FSI and Dragon have contracts with the National Security Agency.

## Maryland Technology Development Center (MTDC) Rockville, MD

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### *New Tenant:*

- **Comware** – Oscar Somerlock, founder and president  
**Comware** produces an advanced wireless terminal and gateway platform to provide true broadband wireless data services. The technology provides wireless carriers with a more cost-effective solution to rolling out broadband wireless services.

### *New and Noteworthy:*

- **Aris Melissaratos**, Secretary of the Maryland Department of Business and Economic Development, recently was the guest speaker at the Maryland Technology Development Center's (MTDC) weekly luncheon meeting. He spoke to the CEOs of more than 25 startup biotech and information technology companies on the State's economic and technology development initiatives, as well as fundraising best practices.

### *Graduate News:*

- **Corvedia** has graduated from the MTDC and moved its operations to Century Boulevard in Germantown. The company, which has been located in the MTDC since late 2000, is a next-generation Value-Added Network (VAN), Application Services Provider (ASP) and software products provider to the e-commerce and Electronic Data Interchange (EDI) markets. The company has developed a sophisticated communications protocol for global business-to-business e-commerce called eForward (patent pending). eForward utilizes the Internet and pure Java to implement an instant, secure and inexpensive data interchange and application integration capability between diverse computing systems.

**techcenter@UMBC**  
**University of Maryland Baltimore County**  
<http://www.umbc.edu/techcenter>  
Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

***New Tenant:***

- **MetriGenix, Inc.** – Andrew J. O’Beirne, president and CEO  
**MetriGenix, Inc.**, is a biotech company focused on using its patented Flow-Thru Chip (FTC) technology to provide enhanced microarray-based genomic and proteomic assays to the medical and scientific communities.

***New and Noteworthy:***

- **David J. Fink, Ph.D.** has been named techcenter@UMBC Venable Entrepreneur-in-Residence. Drawing from his more than 30 years of entrepreneurial experience, Fink will serve as a mentor to the techcenter@UMBC’s tenant companies. Prior to accepting this position, Fink founded three biotechnology and biomedical companies: de novo Orthopaedics, Inc., CollaTek, Inc., and Bio-Integration, Inc.
- **bwtech@UMBC**, Phase II of UMBC’s incubator program, is currently being developed on Research Park Drive and will open its second building in July 2004. The 41-acre research and technology community will have a total development capacity of up to 330,000 square feet of office and laboratory space and will ultimately comprise five new state-of-the-art buildings. Businesses that move into bwtech@UMBC will have access to university expertise, students, technology, programs and facilities.

**Technology Advancement Program (TAP)**  
**University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)  
Contact: Sarah Djamshidi, email: [sjam@umd.edu](mailto:sjam@umd.edu)

***New and Noteworthy:***

- **DataStream Conversion Services**, a provider of high-value data products and conversion services, has signed new contracts with the EPA and Government Printing Office (GPO) to perform Extensible Markup Language (XML) data conversion and data analysis services. The company also recently hired two new full-time employees, bringing its total to 30.
- **Chesapeake Perl**, a protein manufacturing company specializing in antibodies, virus antigens, specialty enzymes and kinin, has entered into a significant joint product development agreement with a leading international chemicals company. Chesapeake Perl also recently hired Tom Russo as CFO and has added two additional senior scientists to its staff.

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**MARYLAND BUSINESS INCUBATION ASSOCIATION (MBIA)**  
**[www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org)**

**MBIA Announces the Appointment of Ann Lansinger as President**

The MBIA announced the election of Ann Lansinger as president of the association. Lansinger, executive director of the Emerging Technology Centers (ETC) in Baltimore, takes on the role of president after holding the same position during the entirety of the organization’s first two years, as well as part of the third. The organization is entering its fourth year.

Other officers, also elected at the MBIA’s quarterly meeting, began one-year terms this month. John Elstner, director of the newly developed Chesapeake Innovation Center in Annapolis, will serve as the vice president of the MBIA. Walt Schulz, director of operations at the techcenter@UMBC in Baltimore County, will serve as treasurer of the organization, previously holding the position of vice president. Carol Morrison, manager of the Howard County Economic Development Authority’s NeoTech incubator in Columbia, continues in her fourth term as secretary.

Lansinger is executive director of the ETC, a venture of the Baltimore Development Corporation and a network of three technology incubators totaling 123,000 square feet of office and wet lab space in Baltimore. She has extensive experience in the technology incubation industry, instituting a program of technology commercialization and venture creation at the ETC and working with NASA Goddard Space Flight Center and several universities in and around Baltimore.

For more information, visit [www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org).

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## UPCOMING EVENTS

### **NeoTech Incubator – Government Contracting Information Session**

The Howard County Economic Development Authority's NeoTech Incubator will partner with Government Initiatives, Inc., (GI<sup>2</sup>) to hold an information session on government contracting **Saturday, April 3, 2004** from 9 a.m. to noon at the NeoTech Incubator's offices in Columbia.

For more information and to register, email [cmorrison@hceda.org](mailto:cmorrison@hceda.org).

### **techcenter@UMBC – “Incentive Programs for Training and Job Creation”**

The techcenter@UMBC will hold an informational program, “Incentive Programs for Training and Job Creation,” on **Tuesday, April 6, 2004** from 9 a.m. to 10 a.m. in the Viewing Gallery at the University of Maryland Baltimore County. Speakers from the Baltimore County Department of Economic Development and the Maryland Department of Business and Economic Development will discuss such topics as state and local training assistance, recruitment assistance, state and local finance programs and tax credits. RSVP by Friday, April 2, 2004.

For more information and to register, please email [techcenter@umbc.edu](mailto:techcenter@umbc.edu).

### **The Emerging Technology Centers (ETC) – Brown Bag Lunch Discussion: “Making Your IP Portfolio Attractive to Investors”**

The ETC will hold a brown bag lunch discussion, “Making Your IP Portfolio Attractive to Investors,” on **Wednesday, April 7, 2004** at noon. The discussion, to be held at the ETC's Baltimore offices, will include tips on technology licensed from academia, developing a product-oriented IP portfolio and matching IP to business goals. Gillian M. Fenton, counsel and registered U.S. patent attorney at Foley Hoag LLP, is the guest speaker.

For more information and to RSVP, please call 410-327-9150 or email [kanderson@etcbbaltimore.com](mailto:kanderson@etcbbaltimore.com).

### **techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series: “Cultivating an Entrepreneurial Spirit”**

The Alex. Brown Center for Entrepreneurship will continue its monthly speaker series with “Cultivating an Entrepreneurial Spirit” on **Friday, April 9, 2004** from 1 p.m. to 2 p.m. at the University of Maryland Baltimore County's University Center. Jerry South, president, CEO and founder of Towne Park, will discuss his experiences with founding the national hospitality services company, and how self-education, strong professional relationships and a creative spirit contributed to his success.

For more information, please email [armor@umbc.edu](mailto:armor@umbc.edu).

### **TEDCO – MTTF Briefings**

This month TEDCO will hold two informational briefings to present details of its Maryland Technology Transfer Fund (MTTF) program. The briefings will be held on **Friday, April 9, 2004** from 2 p.m. to 3:30 p.m. at TEDCO's Columbia offices, and on **Thursday, April 22, 2004** from 1 p.m. to 2:30 p.m. at the University of Maryland Eastern

Shore's Richard A. Henson Center in Princess Anne. The program will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Linda Saffer at 410-715-4175 or [info@MarylandTEDCO.org](mailto:info@MarylandTEDCO.org).

## **Early Stage East's Seventh Annual Capital Fair**

Early Stage East has announced that it is now accepting applications for its seventh annual venture capital conference in Wilmington, Del., on **May 10, 2004 and May 11, 2004**. The event will feature 35 companies presenting their business growth strategies to an audience of investors and industry supporters.

For more information, please visit [www.earlystageeast.org](http://www.earlystageeast.org).

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## **MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)**

**[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

### **DBED and TEDCO Encourage Businesses to Respond to Survey on Wet Lab Space Needs**

The Maryland Department of Business and Economic Development (DBED) and the Maryland Technology Development Corporation (TEDCO) are asking 365 Maryland-based life science companies to participate in a survey. Real estate consulting firm Hammer Siler George Associates of Silver Spring is conducting the survey to collect and analyze current wet lab space usage and anticipated wet lab space needs over the next one to three years. The confidential, one-page questionnaire will provide hard data to determine whether there is more demand than supply for wet lab space in the State.

The survey deadline is April 9. For more information, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **State of Maryland Announces Four Companies Receive \$200,000 from the Maryland Technology Transfer Fund**

The State of Maryland announced that TEDCO has awarded four companies \$50,000 each from its Maryland Technology Transfer Fund (MTTF). The companies, Advanced Vision Technologies, Inc. (AVT), Expression Pathology, Inc. (EPI), Fluorometrix Corporation and JDA Medical Technologies, each will use the funding to continue researching and developing medical devices and therapies.

For more information on these companies and on the MTTF, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **Lower Shore Holds First Technology Partnering Showcase at Salisbury University**

"Technology Applications for the Business Community: Biological, Environmental and Space Science," a technology partnering showcase, recently was held at Salisbury University. The event's main attraction was the 23 Lower Shore researchers who presented their promising technological developments to small businesses and entrepreneurs. This was the first time researchers from five laboratories collectively introduced their latest inventions at an event on Maryland's Lower Shore. More than 140 people were in attendance.

The goal for the event was to bring commercially viable technologies in front of the business community for possible marketplace applications. The five participating laboratories were the USDA Beltsville Agricultural Research



Center, NASA Wallops Flight Facility, Salisbury University, the University of Maryland Center for Environmental Science's Horn Point Laboratory and the University of Maryland Eastern Shore. Researchers from these labs focused on technological advances in the biological, environmental and space science fields, in the hope of obtaining licensing or partnership deals. The Maryland Technology Development Corporation (TEDCO) helped the labs coordinate the event, the presentations and outreach.

A highlight of the event was a presentation by local case study Arcon Welding. The Salisbury-based company is a manufacturer and distributor of rugged portable welders for tough environments such as shipyards, mines, oilrigs and construction sites. Arcon's CEO, Gunnar Ennerfelt, spoke on the company's experiences and successes in partnering with the Naval Surface Warfare Center, Carderock Division to further develop its technology. Since transferring that technology from the Bethesda-based Naval laboratory, Arcon has moved to a 7,000-square-foot location in Salisbury, grown to a staff of 12 and has earned national and international recognition for its products.

In addition to the presentations, Steve Fritz, TEDCO's director of technology transfer, and other representatives of the State discussed funding programs that help entrepreneurs to develop technology-based products and services. They also spoke about how to use partnerships with universities and federal laboratories to bring products and services to market.

For more information on TEDCO's showcase series, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

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*The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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